

The Honorable Michael K. Powell
Chairman
Federal Communications Commission
445 12th Street, S.W.
Washington, D.C. 20554

Dear Chairman Powell:

I'm writing to urge you to support the proposed merger between EchoStar Communications and Hughes Electronics. I believe the merger holds tremendous potential for my company in Charlotte, NC which sells EchoStar's DISH Network satellite TV service. The new company will offer a more attractive product to consumers, and this will mean more business for my company.

The majority of my customers are able to subscribe to their local broadcast channels via satellite, but those who live in smaller television markets cannot. Currently, EchoStar offers local broadcast service in only 36 television markets. If the merger is approved, DISH Network and DIRECTV can more efficiently use their limited channel capacity and offer local service via satellite in all 210 TV markets nationwide. The ability to offer local broadcast channels to all of my customers makes selling the product easier and gives customers more choices among satellite and cable providers in the near future.

For my customers who do enjoy access to high-speed DSL and cable Internet service, this merger will result in increased competition in the broadband market, because the new EchoStar will provide an affordable high speed Internet access service via satellite. This would help drive down prices of the DSL and cable providers. For those living beyond the reach of cable and DSL wires, the new EchoStar would be their only chance of affordable high speed Internet service.

This merger will increase satellite TV's ability to respond competitively to the roll out of digital cable, forcing cable companies to respond in a variety of ways including accelerating their digital upgrades and extending their wires out to reach those customers they currently do not serve. The resulting expansion in digital capabilities across the board will increase competition generally, will drive hardware upgrades for consumers, and drive retail traffic and sales nationwide.

The new company has also pledged to offer new and enhanced services like interactive television and near video-on-demand. These products will allow satellite TV to go head-to-head in competition with cable companies and other competitors as they improve their technological capabilities.

The EchoStar-Hughes merger will allow the new company to offer a stronger satellite TV product nationwide, providing local broadcast channels in every television market, and new and enhanced television services such as HDTV, interactive TV, and more. In addition, the new EchoStar will be able to offer an affordable, high-speed Internet product to every zip code in the country. As a retailer for the DISH Network and Direct TV, I will benefit from increased

sales. For all of these reasons, I urge you to support the EchoStar-Hughes merger.

Sincerely,

David Wiley
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Charlotte, NC 28216